

IPI Newsletter

A Quarterly Newsletter

April 2005

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Standing Up To The Test *Warning: Do Not Try This At Home!*

While Newton's plastic supplier has thoroughly tested and rated the different thicknesses of plastics that IPI uses to manufacture plastic bags, Newton has also conducted a variety of unusual tests over the past year as a way to ensure both us and our customers that we are delivering a top-quality product.

Shown in the photo to the right is IPI's latest "unofficial" strength and puncture resistance test of the 39" x 58" bags. IPI's supplier rates this .9 mil thick plastic bag to hold 120 pounds. In IPI's test, the bag held Inmate Engle, weighing in at approximately 140 pounds. Even with shoes on, the bag did not tear or puncture as the other inmates lifted him approximately 6" off the ground and held him there for about 3 minutes. Amazing!

Can your plastic bag stand up to this test?



Baysden's Corner

BY ROGER L. BAYSDEN
IPI DIRECTOR

"The Challenge Of Change"

This year is shaping up to be one of the best years in our history! As I recall, I made this statement last year and the year before and each time I was correct. This is a tribute to you... all of the IPI Staff! There is no substitute for Quality Products, Reasonable Prices and Excellent Service; you have proven that over and over again. Our

customers continue to come back for more of our fine offerings because you and many of our inmates have taken ownership for their work and our future.

I am grateful to each of you for your continued support and dedication to training inmates in work skills and the ever so important social skills that are learned through

cooperation and communication with their fellow workers. You should be proud of your accomplishment! Because of you, IPI is recognized as one of the finest prison industry programs in the country and is the envy of many!

Spring and summer are upon us, enjoy the weather and if on vacation, travel safely.

Sales & Marketing

Customer Spotlight: Iowa City Community Schools

To fill furniture needs for additions at West High and City High, Iowa City Community Schools has taken IPI up on our promise of "great service, products and pricing." In a meeting last November, Roger Baysden made that promise to Superintendent Lane Plugge and Administrative Services Executive Director Paul Bobek if they would consider giving us a look. Lane and Paul have given us that opportunity and we are off to a great start.



West High School Computer Lab

At the end of March, we had delivered all orders for the new addition at West High School. All three plants

should be congratulated for their efforts on this project. We delivered and installed over 1,000 pieces of furniture at West without any damage or defects. Mike O'Brien, Sales Representative for Eastern Iowa, has received many compliments from the district on the furniture. IPI would like to thank Jerry Arganbright, West High Principal, for the opportunity to work on this project and a special thanks to Denise Rehmke,

West High Librarian, who coordinated all the selections, orders and deliveries with Mike and definitely made his job easier.



West High School Classroom

Across town, the orders are in for City High School's new addition. They will be ready for delivery this summer. Mark Brockmeyer, Technology Services, has been IPI's contact at City High and, just like Denise, his attention to detail has made our work on this project so much easier. Thanks also to Mark Hanson, City High Principal.

Iowa City also has a new elementary school scheduled to open this fall. Mike O'Brien is currently speaking with the district about what Iowa Prison Industries might be able to do for Van Allen Elementary. We are confident we can give the staff at Van Allen great furniture to go along with their new building.

IPI would also like to extend special thanks to Senator Dvorsky, Representative Lensing and Representative Mascher for their support of IPI and their assistance in convincing Iowa City Schools to give us the opportunity to prove ourselves.

Now, let's keep the great work going!

Sales Reps Tackle New Responsibilities

Two of IPI's largest areas of sales concentration, the State of Iowa Capitol Complex and Des Moines Public Schools, are now being served by new faces. Iowa Prison Industries has announced new duties for Sales Representatives Scott Klinefelter and Dennis Barry in Central Iowa.

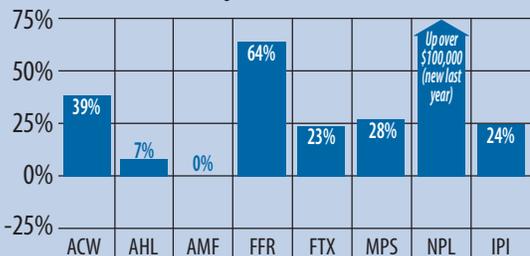
Scott Klinefelter will now be handling Des Moines Public Schools and working very closely with Dave Silver and the individual school projects. He will also be working with Bob Mesecher, Sean Culbertson and the installation crews that are kept so busy with DMPS during the summer break. In addition, Scott will continue his duties serving the thirty-eight Western Iowa counties. Scott is looking forward to this challenge and new opportunities.

The Capitol Complex of the State of Iowa is now being covered by Dennis Barry who is finding it to be a new and rewarding experience in dealing with all the various segments of State Government. His focus will be to return the business to Iowa Prison Industries that has been lost of over the past few years due to reduced appropriations and the overall downsizing of the State Government. He knows a challenge is ahead and is jumping in with both feet. Good luck to Dennis in the expansive task bringing back business to IPI. Dennis will also continue to handle his thirty-two counties in Central Iowa in addition to his Capitol Complex responsibilities.

All in all, our customers will experience new representation, a renewed sense of our commitment to Quality Products, Reasonable Prices and Exceptional Service and fresh ideas to problem solving. We are sure that these new opportunities will help IPI continue to meet our customers' needs in the future.

Sales Report Card

YTD Sales Change From FY 04 to FY 05 (through March 31, 2005)



Also showing YTD increases are Braille at Anamosa, Tourism at Ft. Madison, Printing, Moving & Install and CD-Rom at Mitchellville and Canteen at Newton.

3rd Quarter New Customer Orders (For a complete list contact the Des Moines office)

Customer	Products	Sales
Western IA Comm College	Dorm Furn.	\$157,000
Iowa Wesleyan	Dorm Furn.	\$91,508
City High (Iowa City)	School Furn.	\$80,000
Lou Henry Elem (Waterloo)	School Furn.	\$75,000
Jesup Comm School	Library	\$25,500
Marshalltown CSD	Air Filters/Bags	\$11,000
Muscatine Co Sheriff	Textiles	\$6,800
Central College	Lounge Furn.	\$5,500

3rd Quarter New Customer Sales By Sales Rep

Dennis Barry	\$11,200	Scott Klinefelter	\$1,000	Michael O'Brien	\$470,086	Kevin Peterson	\$28,032
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Trivia Challenge Answers:
1. Four; 2. Pam Kray; 3. 3.9"x58"; 9 mil thick;
4. Print Shop Manager; 5. 64%; 6. \$500,000;

IPI Donates Rocker To Summit Middle School Library

On February 22, 2005, Iowa Prison Industries donated a Mission rocker to Summit Middle School in Johnston, Iowa. Johnston Community School District has been a great supporter of Iowa Prison Industries over the years, using IPI school and library products in various schools throughout the district.

The new Summit Middle School, which opened for the 2004-2005 school

“Old Man” Of The Sales & Marketing Team



Scott Klinefelter

Scott Klinefelter has earned the distinction of being the longest tenure employee of the Sales & Marketing Team. Although he does

not own the honor of being the oldest member of the department, he feels that he has earned his stripes by working for IPI for 6.5 years. (He doesn't look that old, does he?)

Scott came to IPI from the consumer food products arena where he was a manufacturer's representative with various food products. We have heard some people refer to him as the “King of Ketchup” with Hunt Wesson. He was hired by IPI in 1998 and has been spreading the IPI message ever since.

Scott grew up in Waterloo and is a UNI graduate. He was a National Officer for Delta Chi Social Fraternity and currently acts as an Alumni Advisor for ISU's new chapter. In his free time, Scott enjoys some light camping, spending time with friends and family, going to the theater, watching new movies and most recently remodeling his home.

We are sure that Scott has a number of good, productive years left in him. IPI is not ready to “put him out to pasture” even if he is the Old Man of the department. We are sure there are a lot of good things yet to come. Youngsters look out.

year, utilized IPI for nearly all the furniture in its library. Different products included 700 Series bookcases, library tables, chairs, computer tables and a custom curved circulation desk. Unique to this library was the use of maple wood instead of IPI's standard oak trim. IPI feels fortunate to have such a great advocate of our products, and we thank all the staff of Johnston Community Schools for their support.



Cindy Tuttle, Librarian, with Tim Kline, Asst. Director Building & Grounds

Business Office

Reports From Global Developed

The IPI Management Team reviewed past reports and determined what types of reports were needed for the future. Business Manager Cathy Benedict then refined and detailed this information to Info Tech Specialist, Chris Frerich.

Chris is currently in the process of developing these reports using Crystal Report Writer to extract information from the Global System and then assemble it into the requested format. This is a challenging project, especially for reports combining information from all the various branches of IPI. By automating these reports, the manual input previously required will be

significantly reduced. Good progress is being made.

Some of the new or improved reports that should be done by the end of the fiscal year are:

- Financial Statement Summary
- Divisional and Comparative Financial Statements and Manufacturing Expenses
- Sales Analysis By Month
- 5 Year Cash Analysis
- Top 100 Customers
- Sales by State Agency and Customer Category
- Orders Booked and Orders Written
- Financial Facts

Pam Kray Promoted To Purchasing Agent 1



Pam Kray, Purchasing Agent 1

Effective February 11, 2005, Pam Kray is now a Purchasing Agent 1 in the IPI Business Office. Pam began her state employment with the

Anamosa State Penitentiary in May 1989. She worked in a variety of areas at ASP in a temporary position and was hired full time in November 1989 as a

Clerk Typist in Central Records. In October 1997 she was hired as a Purchasing Assistant for IPI. Pam has attended the General, Intermediate and Advanced Procurement Seminars.

Pam has been married to Gaylen, a welder for Energy Manufacturing, for 28 years. They have two sons, Zach (27) and Josh (24). Some of Pam's outside interests include making baskets, archery, singing in a women's group called Joyful Noise, camping and cooking. She is also very active in her church.

Congratulations, Pam!

Fort Madison

European-Style Cabinetry Perfected

Education Markets Bolster Furniture Sales

Fort Madison Furniture is having a healthier year; sales are up 64% compared to last fiscal year, turning around the horrific year that we had last fiscal year. Universities and schools continue to be Fort Madison's largest customers; the biggest growth is with Iowa's community colleges. The reputation of our high quality dormitory and Mission lounge furniture continues to grow each year, even to colleges outside of Iowa, helping to make Fort Madison-Furniture a leading supplier of dormitory and lounge furniture.

The recently added Custom Wood shop in our furniture division has been



Custom Wood Office, Mount Pleasant School District

doing outstanding, completing projects from library furniture and church furniture to specialty furniture for the Capitol Building. The quality of furniture that comes from this shop is just exceptional and as a result, this new division has been incredibly busy and is sure to grow.



Wardrobe completed with European-style construction.

In keeping with the industry trend toward European-style cabinets and away from traditional cabinet construction, Fort Madison has added machinery and trained its workers to provide this less expensive but sturdier style of cabinets to our customers.

Traditional Cabinet

Construction: The face frame style uses a hardwood face frame fastened to the front of the "box" which forms the sides, top and bottom of the cabinet. This style is characterized by large spaces between cabinet doors and drawer fronts. These cabinets are typically built in large sections. When cabinets were first built in shops and delivered to building sites, this is the way they were constructed. While this type of cabinet is still used, it is giving way to framed or European style cabinetry. This is due to the fact that traditional cabinet construction has more material costs involved, is more labor intensive and is more dependent on skilled labor.

European-Style Cabinet Construction: Revolutionary hardware and the introduction of the 32mm System made

this type of cabinetry possible. The hinges, slides and accessories mount on the sides of the boxes rather than on the front of the face



Aaron Lofthus programs the CNC to drill the holes and routes needed for each of the different pieces to construct the cabinet.

frame. The doors can be very close or even against an adjacent door while still opening without binding. This type of cabinet is more modular in nature and built in smaller sections. The edges of the box are capped with a 3mm edge binding or laminate edging. This type of

The first kitchen installation of Staron® solid surface countertops took place in February.



Joe Wright Receives 15-Year Service Award



Joe Wright receives a certificate for his 15 years of service to the State of Iowa. Thank you Joe for your dedication to IPI!

Institution Purchases Drive Textiles Sales Up

Sales in the Textile Division are up 23% thanks to most of the institutions now buying jeans, scrubs and t-shirts from us. Unfortunately this division is in the red due to the type of products purchased. Historically institutions purchased products with higher profit margins (such as chambray shirts and denim jackets) in large quantities rather

than lower profit items like t-shirts, socks, jeans and scrubs. Due to the shortfall in the budget, the institutions had to look for ways to reduce their expenses resulting in purchasing more economical inmate clothing. The Textiles Division will continue to look for ways to be more economical so this operation can be profitable.

Tight State Budgets Lower Tourism Calls

The Tourism Division is doing well this fiscal year even with Economic Development's budget cuts the past few year. Less advertising monies have resulted in a decline in the number of incoming calls processed.

Wood Burning Furnace To Lower Heating Costs

The new wood burning furnace installed in Warehouse #2 is expected to help reduce Fort Madison's monthly heating bill. Landfill costs should be reduced as well.



cabinet is characterized by door and drawer elements that are close together and separated by narrow shadow lines or “reveals”

of an eighth of an inch plus or minus. They are most often flush “overlay” that cover the edges of the box.



Machined pieces (above) and assembled cabinet (below).



European-style construction would not be possible at Fort Madison without the accuracy available to us on the panel saw, binding machines and CNC we presently have in our facility. These machines allow IPI to cut, machine and drill holes in the cabinet components to a tolerance of plus or minus 1/64". IPI is proud to have the capability of providing top-quality, European-style cabinets to our customers at reasonable prices.

Mitchellville Sales Up Overall

Overall, the IPI-Mitchellville Division is up through March 19% from last year, with the largest increases in sales in Panels and Seating (28%) and Moving & Install (14%). The Print Shop is up 10% and CD-Rom is up 7%. Surplus is down 12% from last year's sales.

Imaging Of Microfilm Holds Promise

The Imaging/CD-Rom Division has been approached about the opportunity of converting microfilm to CD. There are millions of microfilm documents within the State, and the potential is overwhelming. With the limited storage space of government and the requirements to maintain these records, this new way to digitize information could be an outstanding opportunity to capitalize on.

Why use European-Style Cabinet Construction?

1. Cheaper material cost for construction.
2. Ease of construction saves time and labor costs.
3. Cabinets are more spacious and efficient. A cabinet that is built without a face frame allows for easier access to and better utilization of the cabinet interior.
4. Dowel & KD construction is far superior in strength and will therefore result in a sturdier cabinet.
5. Finished cabinet components can be assembled only once and are ready for delivery or can be shipped knocked down for on-site assembly.
6. Parts can be replaced instead of the entire cabinet.
7. It allows you to make a consistently better product.

Mitchellville

Welcome New Print Shop Manager

The Print Shop has added a seasoned, knowledgeable person to its staff, Rhonda Stoller. A native of Mediapolis, Rhonda joined the Iowa Prison Industries' staff on February 21st and will be replacing the current Print Shop Manager, Janet Hardenbrook. Rhonda comes to us with 27 years of printing experience in a family-owned print shop started in 1955 by her parents. Rhonda's family consists of her husband, Tom, and one daughter, Alicia. In Rhonda's spare time she enjoys picnicking with her family and friends, reading books and walking her Beagles.

Welcome Rhonda! The Print Shop is also in



Rhonda Stoller, Print Shop Manager

the process of leasing less expensive equipment to help lower its overhead. The new equipment will have the same capabilities as the older equipment, but will lower the overhead of the shop over \$30,000 a year. We're excited to get this equipment in and are ready to focus on local schools, municipalities and non-profit groups.

Changes Ahead For Surplus Operation

IPI is currently negotiating with the Department of Administration Services for a new Surplus location and is also discussing the opportunity to take over Federal Surplus. Adding Federal Surplus to our current operation will give Iowa

Prison Industries the opportunity to expand both its customer base and product offering. Heavy equipment and military items that are utilized by local municipalities and county governments are examples of such products.

Moving & Install Prepping For Busy Summer

Moving and Installation is already booked for summer work, and Iowa State University and the Des Moines Community School District again are going to keep this program busy.

It is going to be another busy summer, but we expect that Bob Mesecher and his crew will again perform above expectations.

Anamosa

Shop Spotlight: Custom Wood Division

This issue's shop spotlight is on the Custom Wood division. A shop that normally would have sales of \$100,000 to \$200,000 now has been pushing closer to \$500,000. To meet this increase, we are moving our operation down to the Auto Body area and will utilize the spray booth to do the finishing work.

Several people have been involved with this division's success. Production Coordinator Julie Dietiker and Industries Technician Kent Ashline have developed as a team. Greg Hart supervised this area until Ken Opatz returned from Iraq on Military Leave. Because most of our products are custom, it takes a high degree of coordination of the drawings, revisions, approval of materials, purchasing, installation schedules, site conditions and customer expectations to produce a sale.

The Custom Wood shop has experienced this success by a combined effort of the staff and inmates to produce high quality products and the sales team to develop new customers for the products. This shop is also one of the favorite areas of the outside visitors to tour.

One of the difficulties Custom Wood has experienced was that production was broken up in several areas and on the second floor. Raw materials and finished goods had to be taken up and down freight elevators, slowing the process and increasing the chance of damage. With the move to the first floor we will be using the area previously occupied by Auto Body. With a more open area, both security and production should be enhanced. A new dust collector system that will be able to meet the increased capacity of the shop will make it a better working environment.

Sales Grow, Look To Surpass Last Year

Anamosa has regained its lost sales and is currently running equal to last year. With some upcoming large orders we expect to finish ahead of last year in sales. As our customer base changes we continue to work to develop new products and services. When tours are held in our shops we usually start on the end that housed Auto Body and finish with Housekeeping/Laundry to exemplify our changing business. We work to develop new products like filters to replace and expand inmate work.

IPI Shop Tours Held

In February, the Board of Corrections quarterly meeting was held at ASP and they toured the IPI shops. Senator Tom Hancock also attended. A wall hanger license plate was presented to each board member.

Over 100 people are signed up for the annual Friends and Family tour to be held the last week of March. For many of our staff, explaining where we work is difficult and this is a great opportunity for family to see where we work. All of our staff can be proud of the job we do.

Staff Changes

A big "Thank You" to Andrea Thompson as she leaves us with Kim Zimmerman's return to the Sales Office. Andrea learned quickly and brightened everyone's day.

Sign Shop Industries Technician Mike McLaughlin left IPI after 18 years to open a Pizza Ranch in Peosta. He will continue farming also. Good luck Mike!



Production Coordinator Julie Dietiker



Supervisor Ken Opatz



Industries Technician Kent Ashline

IPI Fort Madison Inmate Service Recognitions

IPI-FM recently recognized inmates who have worked for us for five or more years with a certificate; four inmates have been with IPI for over fifteen years:



Inmates Rick Foster (l) & Allen Fryer (r), November 1981



Inmate Leonard Berg, July 1985

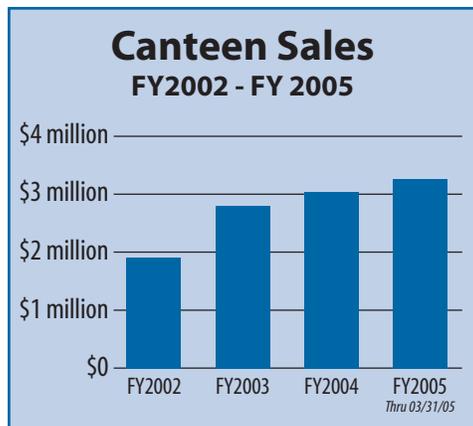


Inmate Michael Titus, September 1987

Other inmates recognized were Brian Koncel (September 1998), Charles Culler (August 1999), Dennis Hinkle (January 1998), Dennis Steele (May 1998), Gary Buck (May 1994), James Fryer (November 1999) and Rick Nebinger (December 1999).

Central Canteen Experiencing Continued Growth

Sales for the Central Canteen are up an astonishing 65% as compared to last year's sales figures. We project fiscal year 2005 total sales to top \$4 million for the first time. Several factors have contributed to this significant accomplishment. Making the commitment to provide high quality products, fair prices and exceptional service to our clientele has been the key to our success. The various new products and programs (flowers, shoes, music CDs, gift bags) being offered have arisen from following the principle of discovering the needs of our customers and matching the best possible product or service to meet that need.



Music CD Program Gains Instant Popularity

All of Iowa's offenders can now buy music CDs directly from their regular commissary order form. Nearly 100 CDs were purchased during the first week.

A host of selections cover the entire range of musical interests with the selections being grouped into five different categories for easy identification. New selections will be added on a quarterly basis. The competitive prices along with the convenience of ordering from the regular commissary order form should prove to be a winning combination.

Newton

Plastics Division Sales Skyrocket!

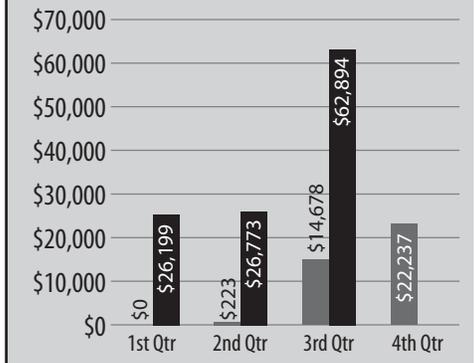
Our plastics business has been growing by leaps and bounds. Sales for FY2005 3rd Quarter nearly exceeded the combined sales for the last three quarters (see chart for figures). This kind of growth can only be accomplished by having an established, goal-oriented marketing plan focusing on meeting customer needs by providing exceptional service and quality products at a reasonable price. The infusion of new products and a growing customer base fueled this accelerated growth.

The Plastics Division introduced five new products during the third quarter. A variety of needs were met with these new products proving that we provide answers to fit a wide range of requirements when it comes to the use of high quality plastic bags. A special size was incorporated into four new products in order to fit a specific container used by our customers for trash containment. The Mitchellville institution will soon receive their new yellow biohazard bag, which includes a red image and lettering stating the infectious linen that will safely be contained in this unique type of bag.

We also wish to welcome several new customers at this time. The Iowa Medical Classification Center, College Community Schools in Cedar Rapids,

Plastic Sales Comparison

■ FY2004 vs. ■ FY2005



Johnston Community Schools, Marshalltown Community Schools, the Department for the Blind in Des Moines and the Fayette County Sheriff's Office in West Union now join our family of business partners.

Get ready for this one folks. At the time of this writing, 3,168 cases of assorted types of plastic bags have been distributed so far during the 3rd Quarter of FY 2005. That amounts to 2,443,232 feet of plastic sold, which equates into nearly 463 miles of plastic! If all of the plastic was placed end to end, you could travel from Des Moines on this unusual roadway all the way to Kansas City and then go all the way to St. Louis. By the way, we don't recommend our plastic bags to be driven on!

Motivational Quotes

"Success is achieved and maintained by those who TRY, and keep TRYING.

Where there is nothing to lose by TRYING, and a great deal to gain if SUCCESSFUL, by all means, TRY. DO IT NOW!" -- *W. Clement Stone*

"The only difference between a good day and a bad day is your ATTITUDE!"

-- *Dennis S. Brown*

"If you don't go after what you want, you'll never have it. If you don't ask, the answer is always no. If you don't step forward, you're always in the same place." -- *Nora Roberts*

"In any moment of decision, the best thing you can do is the right thing. The worst thing you can do is nothing." -- *Theodore Roosevelt*

On The Lighter Side



Birthdays

Make sure you jot down these upcoming birthdays so you can make sure they have a great day!

May:

- 4 – Jeff Otting (AN)
- 4 – Isaac Quinn (MV)
- 10 – Dan Luensmann (AN)
- 13 – Mike O'Brien (DM)
- 15 – Dennis Barry (DM)
- 17 – Kathy Jaeger (AN)
- 18 – Chad Squires (NW)
- 25 – Bob Carlson (Farms)
- 28 – Bill Gehl (Farms)

June:

- 4 – Ron Heckenberg (FM)
- 6 – Ann Bouslaugh (DM)
- 6 – Clint Schmidt (MV)
- 7 – Bob Mesecher (DM)
- 9 – Ann Noska (AN)
- 10 – Mike Nye (FM)
- 22 – Chris Frerichs (AN)
- 24 – Pam Kray (AN)
- 26 – Laura Mendez (FM)

July:

- 10 – Dale Koopman (FM)
- 10 – Tom Stockbridge (FM)
- 12 – Shari Redden (FM)
- 14 – Chris Gillmore (AN)

? TRIVIA ? CHALLENGE ?

1. How many IPI-Fort Madison inmates have worked for IPI for over fifteen years?
2. Who was promoted to Purchasing Agent 1 in the Business Office?
3. What size and thickness of plastic bag did Newton use to perform it's latest test?
4. What position will Rhonda Stoller hold at Mitchellville?
5. What percentage are sales up over last year in Fort Madison Furniture?
6. The Custom Wood shop expects sales to reach close to what dollar amount this fiscal year?

See answers on page 2.



Family News

Anamosa:

Congratulations to Rod and Lori Schlee on the birth of their baby girl, Caylyn Calista Schlee, on January 3rd.

Business Office:

Kathy Jaeger and husband Jim celebrated their 10th wedding anniversary March 18th. Grace Kurt's daughter Laura will graduate from Cascade High School in May.

Des Moines:

Another cold Iowa winter encouraged several Des Moines staff members to travel to warmer regions for vacations this winter. Renee Simmons and her



Renee Simmons relaxes on a pier in Cabo San Lucas, Mexico.

husband went on their annual anniversary cruise, this time to the Mexican Riviera.

Bob Fairfax and family traveled to Arizona to visit family members there. Ann Bouslaugh, her husband and other family members spent a week enjoying Maui, Hawaii.



Ann Bouslaugh & husband Don

Fort Madison:

Mike and Diane Nye welcomed grandchild #5, Alix Ann Congdon, on February 9, 2005. Little Alix weighed in at 6lbs 11oz and was 19.5" long.

New Novelty Items

The Furniture Shop at Fort Madison continues to come up with new ideas for Novelty Items. New products are shown at right.

To purchase any of these items, please call Renee Simmons at the Des Moines Sales Office. A brochure with all products available can be downloaded from the Publications section of IPI's web site at <http://www.iaprisoinind.com>.



Ride-On Dog: \$45



Airplane Rocker: \$69



Plant Stand: \$24



Hillbilly Birdhouse: \$15